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# FACSIMILIE TRANSMISSION

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| To: Philip Morris (USA) | From: Chris Crawley |
| Attn: Dr. Kenneth F. Podraza | Telephone: (804) 275-7850 |
| Copy: Barry Dickerson | Fax: (804) 743-1108 |
| Fax number: 274 2755 | Date: November 4th 1997 |
| Subject: Your letter of October 30th | Number of pages: 3 |

Message: **Dear Dr. Podraza:**

Many thanks for meeting with Colin and myself last week. I received your letter yesterday about the ventilation instruments and the legal requirement to comply with new legislation from the Commonwealth of Massachusetts.

Attached is a fax copy of our product brochure for the Fidus Dilution Tester (FDT). This is a low-cost variant on the PDI/DDI, and was originally designed by Fidus and supplied to Stockton Street to monitor ventilation on the Parliament brand manufactured there. The FDT can be supplied with (FDT232) or without an RS232 serial interface option (FDT100).

To specifically answer your questions:

1. Yes, Fidus is the sole manufacturer of the FDT232 (or FDT100).
2. Yes, the designation "232" refers specifically to the serial interface which is an option and costs a little more.
3. I have enclosed some product information to help with instrument identification. Each product has a product code to assist with identification and ordering. In most cases anticipated instrument variants like RS232 options have their own product codes.
4. Yes, all products have a model name and serial number along with voltage and frequency information.
5. The FDT232 is a standard available product from Fidus. It is not customized.
6. All of the ventilation instruments provided by Filtrona (and Fidus) measure ventilation in similarly. We take great care to make sure our instrumentation is correct and correlates well with other ventilation products, both of the same type and model and other similar instruments. The technique to measure ventilation is fairly simple and well understood, so although there can be component differences you will find correctly functioning and maintained ventilation instruments will give similar results within their specification tolerances.

This answers all of the specific questions in your letter. If your would like further information or have other questions please contact me.

My very best regards